U.S. Army Aviation & Missile Command

OMNIBUS 2000 TOWN HALL MEETING

Elizabeth H. Moulder
Omnibus 2000 Team Leader

23 May 2001

AGENDA

- INTRODUCTIONS
- CURRENT STATUS
- INFORMATION/ISSUES
- QUESTIONS & ANSWERS

MISSION SERVICES SUPPORT DIVISION
OMNIBUS 2000 TEAM
{AMSAM-AC-SS-CD}

Team Leader: Elizabeth H. Moulder*

Senior Contract Specialists
{ Contracting Officers*}

Mary T. (Terri) Adams*
Brenda Showalter*
Ronald Haws
Christie Nix
Shirley Pride
Nicole Sullivan
Queen Miller*
Cassandra Boyd*
Nancy Knight
Lady Tucker Pollard
Donna Smith

Contract Specialists

Debbie Auton
Angie Clark McCrary
Rhonda Daniels
Pat Lewis-Goss

CUSTOMERS: TEAM REDSTONE

- ***AMCOM***
  - **Deputy for Systems Acq (DSA)**
  - **Integrated Materiel Mgmt Ctr**
  - **AMCOM Research & Dev Ctr**
  - **Tenant Organizations**
- ***PEO, AIR & MISSILE DEFENSE***
- ***PEO, AVIATION***
- ***PEO, TACTICAL MISSILES***

OMNIBUS 2000 GOAL

- FLEXIBILITY
- EFFICIENCY
- CUSTOMER SATISFACTION
- SUPPORT SMALL BUSINESS GOALS

OMNIBUS 2000 SUPPORT SERVICES

OMNIBUS 2000 TEAMs

PROG CONTRACTS
CEILING: $750M/5 Yrs

FULL & OPEN
MEVATEC *
(SB)

SML BSN
CAS
SIGMATECH

8(A)
S³

LOG CONTRACTS
CEILING: $500M/5 Yrs

FULL & OPEN
ALS (JV) ~ SB

SML BSN
AEPCO ~ SB

8(A)
LESCO*

TECH CONTRACTS
CEILING: $1.2 B/5 Yrs

FULL & OPEN
NRC/CSC ~ LB
SAIC ~ LB

SML BSN
AMS (JV)
WESTAR

8(A)
MORGAN*

* = Woman-Owned

- *12 INDEFINITE DELIVERY/INDEF QTY TASK ORDER CONTRACTS*
- *MULTIPLE PRICING ARRANGEMENTS*
- *BEST VALUE TRADEOFF COMPETITIVE T.O. PROCESS*

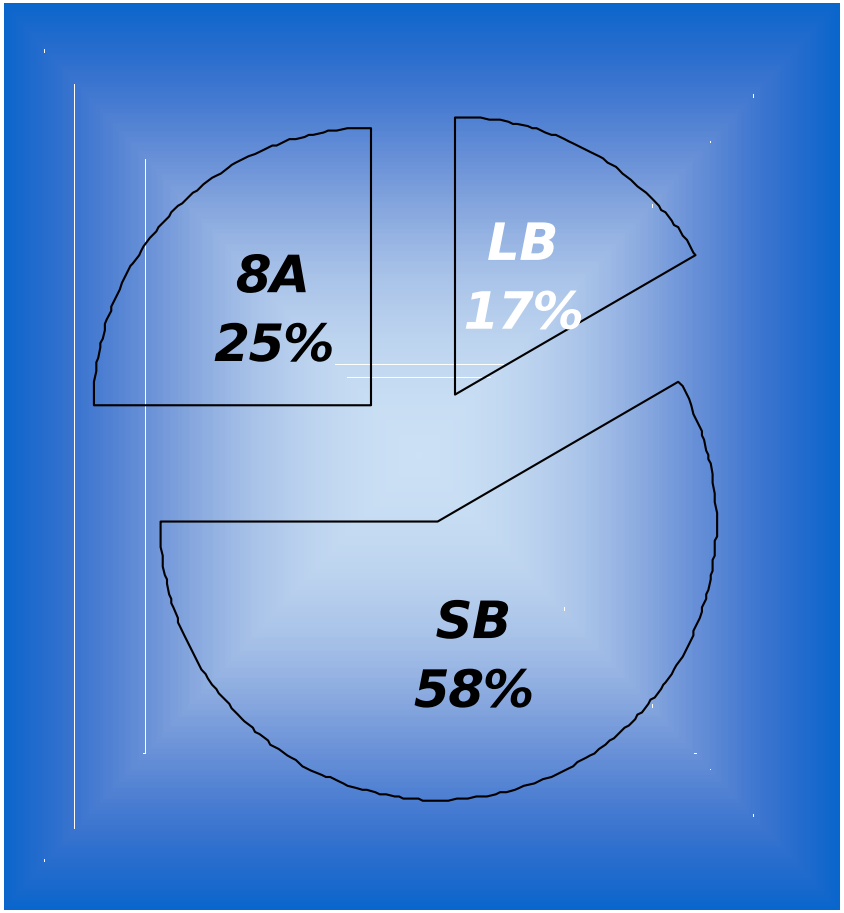
OMNIBUS 2000
PRIME CONTRACTORS
{BUSINESS SIZE STATISTICS}

{Selections Announced April 2000}

- LRG BSN 2
- SBs 7
- 8(A)s 3
- TOTAL 12

TOTAL SB/MINORITY: 83%

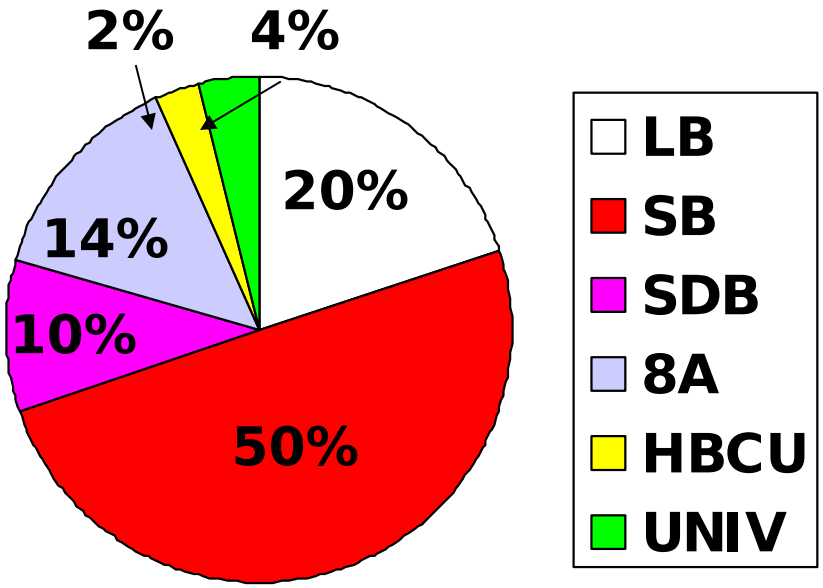
WOSB = 25%



OMNIBUS 2000
PRIME CONTRACTORS & SUBCONTRACTORS
{BUSINESS SIZE STATISTICS}

{Selections Announced April 2000}

SBs	99
SDBs	19
8(A)s	28
TOTAL SBs	146
HBCUs	5
UNIV	8
LRG BSN	40
TOTAL KTRs	199



TOTAL SB/MINORITY: 76%

WOSB	= 17%
NATIVE A.	= 2%
HUBZone	= 1%

OMNIBUS 2000 CURRENT STATUS

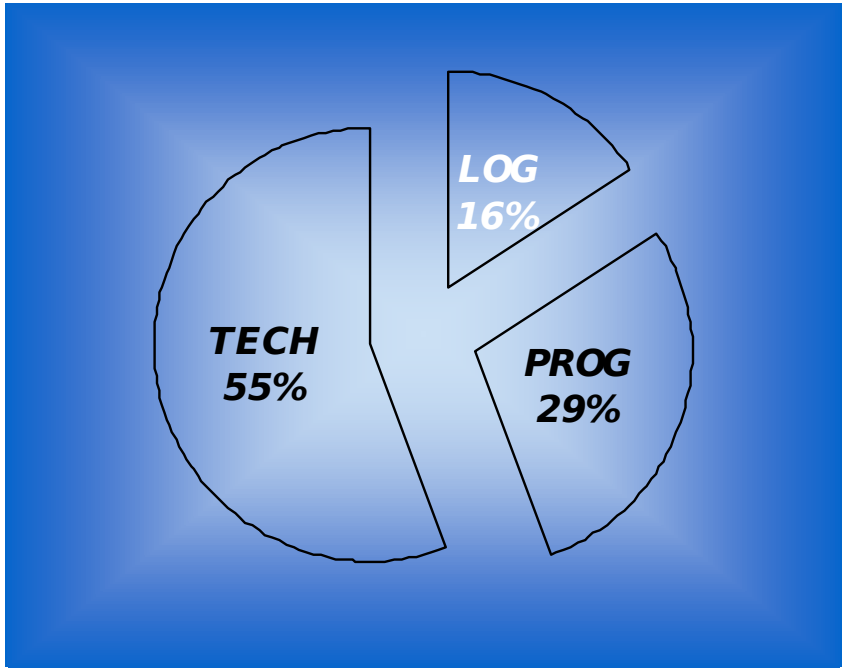
{ as of 31 March 2001}

- ***Task Orders Awarded = 155***
- ***$ 122,608,693 Obligated***
- ***Small Business Support***
  - ***74% $$$ Obligated = Sml or 8a Primes***
  - ***84% of T.O.s Awarded = Sml or 8a Primes***
  - ***Includes 3 Woman-Owned Sml Bsns (WOSB)***

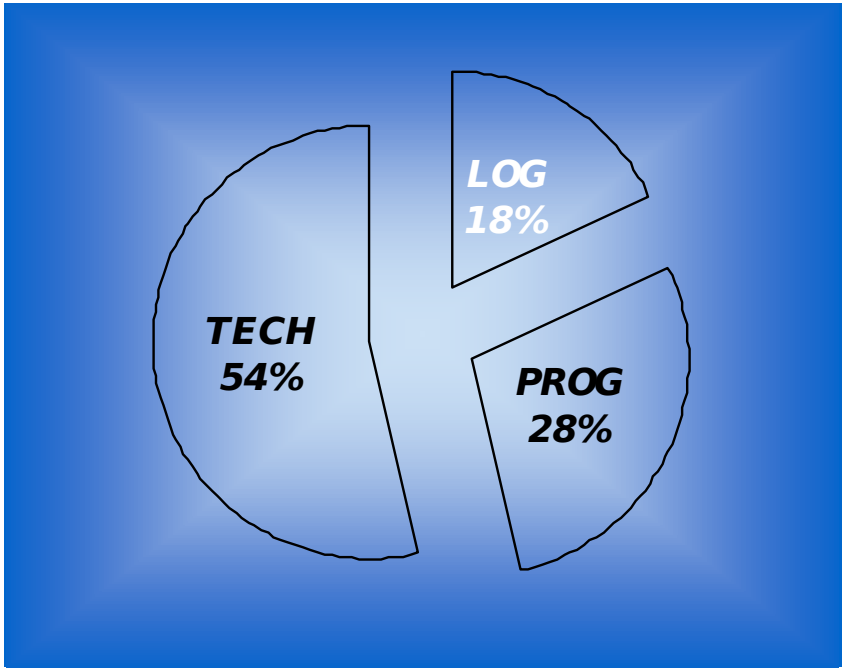
OMNIBUS 2000 SOW CATEGORY STATUS

{ as of 31 March 2001}

155 Task Orders ~ $122.6M



% Total Dollars Obligated



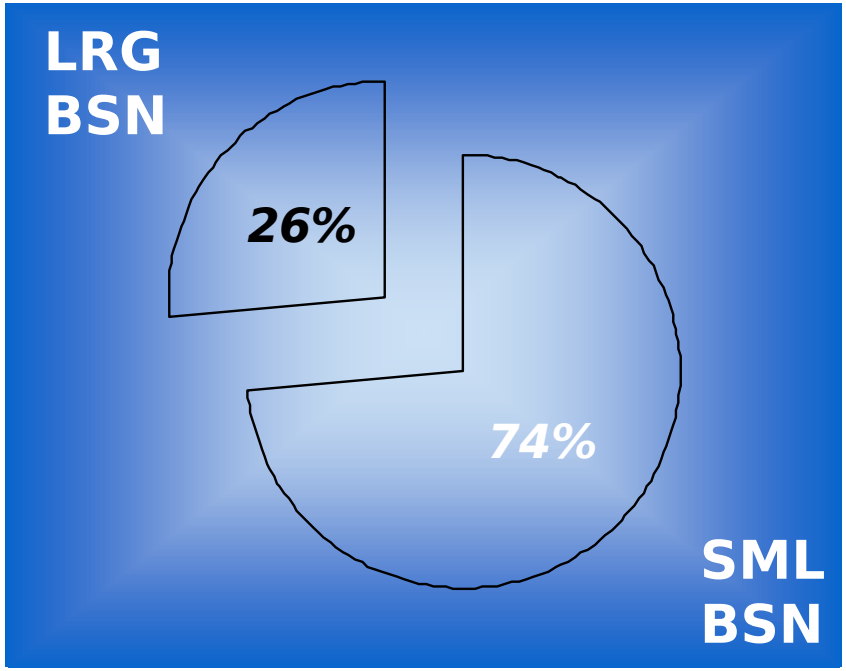
% Total Task Orders Awarded

OMNIBUS 2000 SUPPORT SERVICES

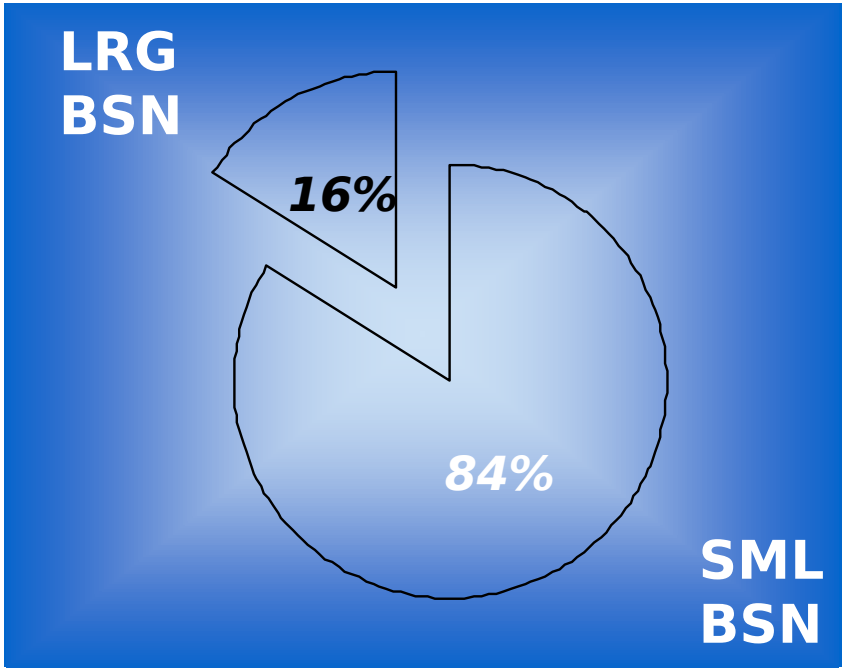
OMNIBUS 2000 SMALL BUSINESS STATUS

{ as of 31 March 2001}

155 Task Orders ~ $122.6M



% Total Dollars Obligated



% Total Task Orders Awarded

OMNIBUS 2000 SML BSN STATUS

{as of 31 March 2001}

SIZE	# T.O.s	% T.O.s	$$$	% $$$
SB*	130	84%	$ 90,308,592	74%
LB	25	16 %		26 %
Total:	155	100%	$122,608,693	100%
SDB*	55	35 %	$ 32,992,008	27%
8a	22	14 %	$ 13,948,589	11%
WOSB*	28	18 %	$ 12,972,411	11%

* NOTE: SB = SBs, SDBs, & 8a's
SDB = SDBs & 8a's
WOSB = SBs, SDBs, & 8a's

SMALL BUSINESS SAFEGUARDS

- AMCOM COMMANDER & PEOs STRONGLY COMMITTED TO SUPPORT OF SML BSN
- 80+% TOTAL PRIME AWARDS ARE SB or 8A
- BEST VALUE SOURCE SELECTION: SB/8A UTILIZATION (PAST & FUTURE EVALUATED)
- SMALL/8As/HBCUs MAY BE ADDED TO TEAMS
  {CONSISTENT TERMS & CONDITIONS}
- TASK ORDER PROCESS: CONTINUE TO MONITOR SB $$$ & PARTICIPATION

OMNIBUS 2000 BEST PRACTICES INITIATIVES

- ✓ *AUTOMATED TASK ORDER PROCESS*
- ✓ *CUSTOMER TRAINING/COORDINATION*
  - *Task Order Competitive Best Value Process*
  - *Management Oversight of Service Contracts*
- ✓ *COMMUNICATION ~ GOV/INDUSTRY*
  - *Customer Survey (Dec 00)*
  - *Identify/Implement Lessons Learned~Policy Letters/Meetings*
  - *Electronic Task Orders/Deliverables*
- ✓ *OMNIBUS 2000 WEBPAGE*
  - *Basic Sample Contracts (TECH/PROG/LOG)*
  - *O2K Handbook + Templates*
  - *Miscellaneous Information (Ktrs/Subs)*

KTR ISSUES ~ SURVEY (Dec 2000)

- ✓ Adding Subcontractors
- ✓ Task Order Process
  - ✓ Proposal Process
  - ✓ Oral vs Written Proposals
  - ✓ TORFP Format & T.O. Structure
    - ✓ *(Flexibility & Consistency)*
  - ✓ Pricing Arrangements
- ✓ Use of Labor Categories (SMEs, PS/Eng, etc.)
- ✓ Use of GSA vs O2K
- ✓ Organizational Conflict of Interest/Mgmt Oversight
- ✓ Invoices/Electronic Submission/P&C

MODIFICATIONS TO BASIC CONTRACT

- ***STATUS OF BASIC MODIFICATION***
- ***INCORPORATION OF NEW DD254***
- ***INCORPORATION OF CME REQUIREMENTS***
- ***MISCELLANEOUS ADMINISTRATIVE***
  - ***DOL WAGE DETERMINATION***
  - ***ADDITION OF SUBS***

ADDING SUBS

- **In order to protect the integrity of the competitive process, requests for addition of subcontractors should be carefully considered, and submitted by a prime on an exception basis only.**

- **It is the responsibility of each O2K prime contractor to ensure that any request for addition of a subcontractor is thoroughly substantiated and reasonable, and to ensure that such addition does not undermine existing teaming arrangements.**

- **Based upon the size and existing capabilities of O2K prime teams, it is not anticipated that multiple requests for addition of subcontractors by an individual prime would be submitted or could be adequately and fairly justified.**

- **Any request for addition of a subcontractor will be reviewed on a <u>case-by-case</u> basis. A subcontractor <u>may</u> be added at the discretion of the Contracting Officer, if deemed to be in the**

ADDING SUBS

IMPLEMENTATION POLICY:

- ***In order to obtain approval for the addition of a subcontractor, the prime must provide strong justification that the subcontractor has specialized and/or niche capability of potential value to the Government.***
- ***If the proposed subcontractor is already on a team in some area, particularly in the same SOW category, the requesting prime would need to provide considerable detailed justification of why current availability should be supplemented and what additional benefit the Government would receive from adding an already available subcontractor.***
- ***The request should also address any relevant small business initiatives that might strengthen the justification. The Government will take into consideration whether the small business initiative existed at the time of proposal submission or has been created subsequent to awards.***
- ***The rates proposed for the subcontractor must be determined***

TASK ORDER PROCESS

COMPETITIVE {Category A} - THE O2K PCO MAY USE AVAILABLE O2K SOURCE SELCTION INFORMATION FOR THE SELECTION OF T.O. AWARDEE (exception basis only)

COMPETITIVE {Category B} - GENERALLY FOR LESS COMPLEX RQMTS (1 YR OR LESS/UNDER $10M); COMPETITIVE PROPOSALS REQUESTED [use 5 page limitation if no options]

COMPETITIVE {Category C} - GENERALLY FOR RQMTS >$10M. FULL COMPETITIVE O2K PROCESS IS REQUIRED. (INCLUDES MORE COMPLEX, LONG-TERM RQMTS, AND/OR RQMTS OPTION PROVISIONS)

NON-COMPETITIVE - THE REQUESTING OFFICE SHALL SUBMIT A

OMNIBUS 2000 SUPPORT SERVICES

TASK ORDER PROCESS

- ✓ **AUTOMATED PROCESS**
- ✓ **COMPETITIVE TASK ORDERS**

  {FASA Exceptions: logical follow-on; urgent; sole source, minimum}
- ✓ **MULTIPLE PRICING TYPES**
- ✓ **STREAMLINED BEST VALUE EVALUATION PROCESS *(Sample Factors: Functional Approach; Experience; Personnel Qualifications; Cost; Past Performance)***
- ✓ **RESPONSIVE & EFFICIENT PROCEDURES**

TASK ORDER PRICING ARRANGEMENTS

- ✓ *FIXED RATE LEVEL OF EFFORT*
- ✓ *FIRM FIXED PRICE LEVEL OF EFFORT*
- ✓ *FIRM FIXED PRICE (FFP) (Completion)*
- ✓ *COST PLUS FIXED FEE (Completion)*
- ✓ *COST PLUS FIXED FEE – LEVEL OF EFFORT*

LABOR CATEGORIES

✓ ***POLICY:*** *"At no time shall the Ktr propose or utilize a higher labor category than is required to adequately perform the specific task."*

✓ ***USE OF SMEs:*** *Ktrs are required to provide justification of why a scope of work requires use of a SME, rationale for why the individual proposed meets the rqmts of the SME labor category, and justification and cost data for the rate proposed so that it may be evaluated for realism and reasonableness.*

KTR MANPOWER REPORTING RQMT

(CME)

- ***Result of Congressional reporting rqmts to give visibility of ktr manpower & cost information***

- ***Important for planning & programming, the Quadrennial Defense Review, & for assuring accurate activity based costing initiatives***

- ***Army FAR Supplement 4.90, Contractor***

USE OF GSA vs O2K

✓ ***AMCOM POLICY:*** ***AMCOM requirers must utilize O2K unless waiver obtained from Deputy CG***

✓ ***AMC POLICY:*** ***Utilize existing AMC vehicles***

✓ ***ARMY POLICY:*** ***Order of preference is assigned supporting contracting office***

USE OF GSA vs O2K

✓ ***REQUIREMENTS TO UTILIZE GSA:***

✓ ***Advisory & Assistance Svcs require Management Decision Document***

✓ ***Comply with DA, AMC & AMCOM policy guidance on contracting office support***

✓ ***CICA applies (orders must be competed)***

MGMT OVERSIGHT

FEDERAL GOVERNMENT POLICY

- **Services are to be obtained and used in ways that assure the Government retains control of decision-making authority**
- **Services are to be obtained in the most cost effective manner, without barriers to full & open competition, and free of any potential conflicts of interest**
- **Sufficient trained and experienced officials are to be available within the agency to manage and oversee service contracts**
- **Effective management practices and controls must be applied to prevent waste, fraud, and abuse in services contracting**

MGMT OVERSIGHT

ADVISORY & ASSISTANCE SERVICES MAY BE USED TO:

- Obtain outside points of view on critical issues
- Obtain advice regarding developments in industry, university or foundation research
- Obtain opinions, special knowledge, or skills of noted experts
- Enhance understanding of, and develop alternative solutions to, complex issues
- Support and improve the operation of organizations
- Ensure more efficient or effective operations of managerial or hardware systems

OMNIBUS 2000 SUPPORT SERVICES

MGMT OVERSIGHT

ADVISORY & ASSISTANCE SVCS ***SHALL NOT*** BE:

- Used in performing work of a policy, decision-making, or managerial nature which is the direct responsibility of agency officials
- Used to bypass or undermine personnel ceilings, pay limitations, or competitive employment procedures
- Contracted for on a preferential basis to former Government employees
- Used under any circumstances specifically to aid in influencing or enacting legislation
- Used to obtain professional or technical advice which is readily available within the agency or another Federal agency

MANAGEMENT OVERSIGHT OF SERVICE CONTRACTS

REAL & PERCEIVED PROBLEMS

- ***PERSONAL SERVICES RELATIONSHIPS*** between Government & Contractor (Ktr)
- Performance by Contractors of "***INHERENTLY GOVERNMENTAL FUNCTIONS***"
- Potential ***CONFLICT OF INTEREST*** situations
- Overreliance on Contractors, leading to loss of technical & contract management expertise
- ***INADEQUATE MANAGEMENT CONTROLS***
- Inadequate assurance of ***COST-EFFECTIVENESS***
- Lack of COMPETITION
- Deficient technical expertise {lack of "***CORE CAPABILITY***"}

MGMT OVERSIGHT

SUGGESTIONS TO AVOID PERSONAL SERVICE CONTRACTS

- **Don't require that the Contractor employees be on Government premises unless this is absolutely necessary for performance.**
- **Don't specify the times that Contractor employees will work unless this is absolutely necessary for contract performance.**
- ***Don't give the Government the right to require the hiring or firing of Contractor employees* or *the right to assign particular employees to particular work efforts.***
- **Avoid communicating directly with Ktr employees regarding the acceptability of their work. Communicate with Contractor supervisors (e.g. Contractor Program Managers). *Don't let the Ktr ask how you want the job done!!!***
- ***Avoid* work statements that merely require the Contractor to "*assist or support*" some Government activity. Make Contractor responsible for performance.**
- ***Ktr MUST supervise its own employees working on Government premises.***

ORGANIZATIONAL CONFLICT OF INTEREST (OCI)

The Omnibus 2000 contracts provide for acquisition of consulting, programmatic and technical support svcs related to concept definition, development, production, fielding, operation, maintenance & training in support of various aircraft and troop support weapon systems and equipment. The OCI clause at H-31 of each contract addresses the issues & responsibilities associated with complying with FAR 9.501. Each task order awarded is required to have an OCI Certification executed by the appropriate official of the prime company; this certification is also required from any proposed subs for individual task order performance.

ORGANIZATIONAL CONFLICT OF INTEREST (OCI)

H.31.d. Whenever, in the performance of this contract, the Contractor prepares, directly contributes to, participates in, or provides recommendations or advice related to the development of specifications, work statements, estimates, data or other information for hardware/software items, the Contractor agrees that it shall not enter into any contract either as a prime, a subcontractor at any tier, or a consultant to furnish said items or components thereof during the life of this contract or though the initial production contract, whichever is longer.

H.31.e. The Contractor also agrees that it shall not enter into any contract with the item supplier to provide any support, analysis or consulting services. This prohibition will apply through completion of the final task order issued under this contract.

OMNIBUS 2000 SUPPORT SERVICES

PROPRIETARY DATA ACCESS

- **The Omnibus 2000 contracts require that if a support service Ktr must use other companies' proprietary data for performance, the company must obtain written permission for access to that data (whether obtained directly from the company or from the U.S. Government) with each of said companies & furnish a copy of such agreements to the PCO. (Note: Obtaining access to proprietary data directly from the U.S. Government does not relieve the Ktr from obtaining the required written permission.) The clause further delineates the Ktrs' responsibilities relative to safeguarding any proprietary data from unauthorized use or disclosure. A proprietary technical data or computer software exchange agreement must be obtained by the Ktr when applicable to performance under an order.**
- **All Government personnel must understand and comply with these requirements and may not provide any access to proprietary data until the appropriate permissions and/or agreements have been obtained. *Individual Government personnel may be held personally liable for allowing unauthorized access to proprietary data.***

QUESTIONS & ANSWERS

OMNIBUS 2000 SUPPORT SERVICES

KEYS TO SUCCESS

- FLEXIBILITY
- COOPERATION
- COMMUNICATION

GOVERNMENT ⟷ INDUSTRY

OMNIBUS 2000 SUPPORT SERVICES

AMCOM POCs

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TO KEEP CURRENT ON INFORMATION:
https://wwwproc.redstone.army.mil/acquisition/omnibus/omnibus.html